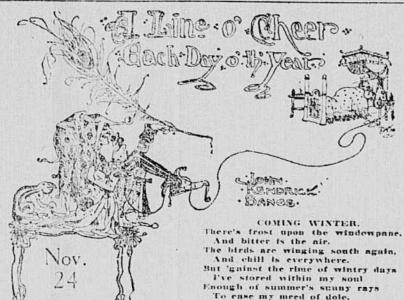
# Of Interest to Every Woman



### ECONOMICAL HINTS

Gelatine will take the place of whites of eggs in any recipe calling for whites of eggs only. One tablespoonful of dry gelatine equals three eggs. First seak the gelatine in a small my family. I thought it possible some quantity of cold water for a short time, after which add boiling water, making in all one teacupful. When cold whip with an egg-beater until light.

Miss Martha Westover, The Times-Dispatch, City:

Dear Miss Westover,—These recipes have been used a good many years in my family. I thought it possible some other housekeepers might like them. Your page is most interesting and help-ful. Cordially.

MRS. GEORGE E. WISE.

A gown of flame pink chiffen cloth, which is only a trifle thicker than chif-on, but more durable, had two short

Crude, daring colors are no longer people, wored. When used at all, it is to add note of color to the costume.

## And when it comes to chilly nights, With tempests flerce n-wing, I sleep, and dream of harbor lights About the Ports of Spring. LETTER AND RECIPE

Shirt-Waist of Tulle.

Among the fantasies in evening gowns for informal occasions are shurtuinies hung over short satin skirts.

There is no other name to give to these loose bediees which are made up with a yoke that goes straight across the figure, a rolling negligee collar and long, full sleeves that are finished with ruffles at the wrist. The collar is opened in front and runs down to a deep point, where it is finished with a cravat of tulle usually in another color.

Sonthern Batter Bread.

One quart of swest milk, three eggs, in four hitchenspoorfuls of four, two tablespoonfuls of butter, one tablespoonful of salt. Mix as follows: Let the milk come to a scald, then stir in the meal, and cook until creamy; add the salt, lard and butter, and then remove from the lire. The eggs and flour, after first being better together, should then be beaten into the other ingredients, and the whole baked for thirty-five minutes.

MRS. GEORGE E. WISE,

Forest Hill.

MRS GEORGE E. WISE, Forest Hill.



For the Little Girl. A coat with a turnover

r yoke and turned-up drapery, and a charming dress of an unusual cut.

# HOLLOW OF HER HAND

Women Who Win in Trade

family to success is house

for from the time she entered the business world she has not received a penny of assistance.

"When I entered business I was eighteen years of age," she said, "I had been raised by foster parents in New York City and always possessed great ambition and the desire to be independent. In those days there were very few women in business, and my foster mother was aghast when I told her of my determination to earn my own living. She explained that it would be very much against her wishes and that I should receive no assistance from her if I insisted on disobeying her.

and have recognized no limitations and have given the thoroughness and attention to small c tails which have been their strong points along economical lines.

"There is another point which I would like to impress on women in the advertising line, and that is if they are holding down a man's job, doing a man's work as well as a man could do work for less simply because they happen to be women.

"Do you ever notice that although a man and a woman may be holding ex-

present position.

"The advertising business is one for which women are especially well qualified for more reasons than one. In the first place they represent 60 percent of the purchasing power of the world; in the second place, they are naturally adapted for advertising articles with which they are necessarily more familiar than the sterner sex.

"While there are many classes devoted to studying advertising in its various phases. I believe the more successful men and women in that field are there first because of circumstances which they did not originally plan, and, secondly, because they proved their adaptability. The large majority of women in the advertising field to-day, especially those in an executive capacity, arrived at their particular."

woman has obtained an interview with some manager who would have turned a man down, and after she has talked him into placing a good ad she has talked him out of it again, because she did not know when to stop.

"Copywriting is a splendid occupation for young women who have the inack of saying things in a bright, the best copywriters in the country are women. Originality and imagination are the chief qualifications for this work, and the salaries paid run from petition among advertising firms to such that the best copywriters."

Miss Martin is secretary and treasure of the League of American Advertising Women, and is one of the best curve the lest copywriters."

Miss Martin is secretary and treasure of the League of American Advertising.

HAT family or field through service as clerks or sten-friendly influence is ographers in the advertising depart-ment of some agency or mercantile

junct to success is proved by the career of Miss Jane Johnstone Martin who has entire charge of the purchase of supplies for the largest premium house in America, as well as being its assistant advertising manager. In this capacity she is entirely responsible for the spending of half a million dollars annually, and her salary is the largest ability to compete with men in every special compacts annually, and her salary is the largest ability to compete with men in every special compacts.

the spending of half a million dollars annually, and her salary is the largest ever paid a woman in her line of work. Miss Martin has climbed to this position by sheer grit and perseverance, for from the time she entered the business of life, but women who have made it a success have done so because they put heart and soul into the work, for from the time she entered the business world she has not received and have recognized no limitations and

would be very much against her wishes and that I should receive no assistance from her if I insisted on disobeying her.

"I took a course in stenography and secured a position as stenographer, or secretary as they called stenographers then, in a large manufacturing concern. I was in the advertising department and the work fascinated me. All advertising in those days was placed through agencies, and I decided that our advertising should be placed direct from our office, thus saving the agent's commission. It was a struggle to get this put through, but as our advertising was very extensive I succeeded in making arrangements with the newspapers and manuazines to take our work direct. No matter how diffecult a situation may seem, there is also our work direct. No matter how diffecult as itnation may seem, there is also our work altogether, so I gave up my seem of the young woman who is fond of traveling, the work of an advertising was a way to overcome it if one is patient and alert.

"I decided to go into advertising work altogether, so I gave up my seem of the patient and alert.

"I decided to go into advertising work altogether, so I gave up my seem of the patient of the patient and alert.

"I decided to go into advertising work altogether, so I gave up my seem of the patient of the patient

A gown of flame pink chiffon cloth, which is only a trifle thicker than chiffon, but more durable, had two short anics over a white satin skirt, a neglige shirt-walst with a rolling collar, inished with a cravat of smoky, light tablespoonfuls of sugar and two of melted butter; beat very light, and bake with a lower crust in tin pie pans; beat the whites with four tablespoonfuls of sugar to a perfect froth, put it on top of the pies; put them back in the oven, and let them brown. The above makes one pie, serving eight people.

"I decided to go into advertising work altogether, so I gave up my secretarial position and went to a large advertising agency. There I gained invaluable experience, for there is a great deal more to advertising than merely the placing of advertisements in newspapers and magazines. There are billboards to buy and locations to select and publicity schemes to work of an advertisement invaluable experience, for there is a great deal more to advertising than merely the placing of advertisements in newspapers and magazines. There are billboards to buy and locations to select and publicity schemes to work of traveling, the work of an advertisement invaluable experience, for there is a great deal more to advertisements in newspapers and magazines. There are billboards to buy and locations to select and publicity schemes to work of traveling, the work of an advertisement invaluable experience, for there is a great deal more to advertisements in newspapers and magazines. There are billboards to buy and locations to select and publicity schemes to work of traveling, the work of an advertisement invaluable experience, for there is a great deal more to advertisements in newspapers and magazines. There are billboards to buy and locations to select and publicity schemes to work of traveling, the work of an advertisement invaluable experience, for there is a great deal more to advertisements in newspapers and magazines. There are billboards to buy and locations to select and publicity schemes to work of



Three Diamond Sporting

Rroaches From London.

Christmas Tree Suggestions.

Pretty Christmas tree decorations can be made this star from cardboard and cover it with gill paper.

Pretty balls can be made by balling. The paper angels can be made on the first many way. Soak the spots there with yell with mica are pretty and easily made. You can make an attractive Christmas angel for the top of your tree by getting a common, yellow-haired, wax doll and dressing it in a long white robe of either silk or itssue paper, with wings made of gill paper.

Red paper common, with with gill patiers to paper and a gold crown, with tiny silver stars, on her head, mica sprinkeled on her hair and tinsel wound around her body. Then place her on the tree with body. The place her on the tree with body. The place her on the tree with body and tition. The place her on the tree with body and the made in the most wond

NANNIE LAPRADE, thas been added.

to leave his hand. If she could have gained possession of it, even for an instant, the thing would have been torn to bits. But it went back into his commodious pocketbook, and she was too proud to demand it of him.

She became oddly sensitive to footh's perplatent, though inoffensive, scrutiny as time wore on. More than once she as time wore on. More than once she had caught him looking at her with



the rubber used at the wrist.

Another method is to heat salt-just common table salt—until it is quite hot, put it in a flannel bag, and apply to

### BELTED COATS

The Latest Paris Hat and the Lovely

The Latest Paris Hat and the Lovely New Flowers.

Belts are worn with the loose coats with great effect, slipped through tiny strappings of the material at the side seams, like a soidier's belt, and hang loose front and back, being secured by two clips and the ends turned across each other, writes a Paris correspondent. These belts are also worn with afterneon frocks, and look particularly well if their color is repeated in a velvet flower on the hat.

I foresee a change neuding in milling

I foresee a change pending in millin-ery, and was more than ever confirmed in it at the races yesterday, where the "newest" hat appeared in quite a dozen cases. This is a soft little chapeau of velvet, with a small rolled brim, and a crown as flabby and guiltless of stif-fening as is possible to imagine. The novelty is a bunch or a wreath of velvet flowers in a gay and brilliant shading flowers in a gay and brilliant shading, the "tango" or nasturtium red, the flame color, and the geranium red (a color adored by Parisiennes), being immensely in favor. All these flowers are large, and flat pansies, Christmas roses, clematis, some illies, and in particular, the large single appropriate of the color and the ticular the large single anemones, which are the earliest spring flowers, and are copied with astonishing accu-

racy in their own vivid coloring.

These flowers will at least provide a substitute, and one not so very much inferior in price, as quite a large sum is demanded for some of the flowers,

Alphabet of Tiny Tots.



José·in·Jalapa Sings·an·ancient·song Of old days in Mexico As he strolls along When José is older De-will-probably
earn-to-make-bright blankets And pretty pottery.

Cereal with Cream

Buttered Tonet Coffee Luncheon. Canned Salmon (hot on toast)

Broiled Bacon

With Cream Sauce Cake

Dinner. Broiled Beefsteak

Coffee

Rake same as any griddle cake

### DRESS OF FINE NET

Perfectly delightful is a dress Perfectly delightful is a dress of white charmeuse, in which is united the modish hip ocapery with long, graceful line; the edges of all the draperes are treated with blanket stitch, this being quite a new idea. The corsage is of tule embroidered with pearls and diamonds, finished with tiny enemies sleaves.

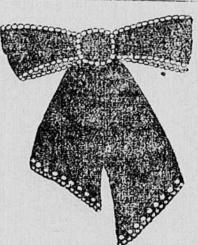
Toast

ce

Nothing could be simpler than a lovely accordeon-pleated tuile dress. The
skirt is a three-decker, the centre
flounce being of the palest shell-pink
nuance, the others snowy white; the
behe boilee is accordeon-pleated, the
decolletage rounded, the ellow sleeves
terminating in a deep frill trimmed
with bands of black velvet.

The sash is of black velvet, tied in a
flat bow at the back, while in front is a
flat bow at the back, while in front is a
flat bow at the back, while in front is a
flat bow at the back, while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a
flat bow at the back while in front is a

Creamed Onions ribbon, which is slipped through the Lettuce with Mayonnaise waistband, so that a small portion of Sponge Cake it rests on the corsage



A Neck Bow From Paris

By GEORGE BARR MCUTCHEON.

Synthesis of particular properties of the state of the s